

KiwiSaver Scheme Manager of the Year 2011

We are proud to announce that Fidelity Life has been named FundSource KiwiSaver Scheme Manager of the Year 2011.*

Following last year's nomination as a finalist in the inaugural FundSource KiwiSaver awards, Fidelity Life has gone one better this year to win the award.

In selecting Fidelity Life as the KiwiSaver Scheme Manager of the Year, FundSource took a number of factors into consideration, including how fund managers operated, their philosophy, quality of staff, diversity of offering and, of course, performance.

Noting that Fidelity Life is not one of the large default KiwiSaver providers, FundSource said about the Fidelity KiwiSaver Scheme "Their fee structure is transparent and reasonable, their fund performance steady and their collateral relatively unglamorous and easy to understand".

Please see the 'News and results' section on our website at www.fidelitylife.co.nz for the latest Fidelity KiwiSaver Scheme unit prices.

* The Awards were announced 15 December 2011 by FundSource, the investment strategy and research company. This award should not be read as a recommendation by FundSource. For further advice on the relevance of this award to your personal situation, consult your authorised financial adviser or visit www.fundsource.co.nz.

The Fidelity KiwiSaver Scheme Investment Statement is available free of charge from Fidelity Life or from your financial adviser.

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Fidelity Life golfing for a cause

Fidelity Life continued its support for Leukaemia and Blood Cancer New Zealand (LBC) by participating in the charity's annual Golf Marrowthon; a unique charity golf event where golfers of all abilities test their skills and endurance by playing 100 holes of golf in a single day.

Milton Jennings and Peter Mensah collectively raised \$17,750 at the Taupo event held at Wairakei International Golf Course on 7 October 2011. Rather than using golf carts, the pair took on an extra challenge by walking the course.

Milton has personally raised \$85,000 over four previous Golf Marrowthon events and other activities, and this year they took Fidelity Life's contribution over the \$115,000 mark. Fidelity Life also presented a cheque to LBC for \$30,000 at the prize giving bringing the total amount raised on the day to over \$138,000.



Milton Jennings (left) and Peter Mensah at the Taupo 100 Hole Golf Marrowthon.

The money raised goes towards the LBC's Support Services programme which provides support to patients and their families living with blood cancers and related conditions.

Family and friends top Kiwi bucket list

Fidelity Life recently commissioned Nielsen to find out what would be at the top of Kiwis' bucket lists if they only had a year to live, especially considering the effects of recent natural disasters and other tragedies.

Spending time with family and friends came in at first place with over half of New Zealanders having this at the top of their list. "Disasters and accidents



remind people of their own mortality, and fuel a desire to be closer to loved ones. It's interesting to notice even though Kiwis have a reputation to be adrenalin junkies, we value our families and friends more when it comes to our bucket list." Fidelity Life Chief Executive, Milton Jennings commented.

Fidelity Life recently sponsored two competitions through MoreFM and Herald on Sunday to help a couple of Kiwis achieve the top items on their bucket lists. The MoreFM winner from Stratford won \$2000 which she has used to pay off her son's student loan, and the Herald on Sunday winner from Warkworth is putting her \$600 prize towards a 50th birthday celebration later in the year with her family on the Murray river in Australia.

It is great to see that both prizes are being used for such worthwhile causes.

Kiwi bucket list – the top five

- 1 **Spend time with family or friends** (51 per cent)
- 2 **Lap it up in luxury** – fine dining in top New Zealand restaurants/vineyards, stay in top New Zealand resorts (10 per cent)
- 3 **Explore the great outdoors** – cycle tour, tramp/walk various New Zealand tracks e.g. Milford, Tongariro, Routeburn (six per cent)
- 4 **Adrenalin fix** – bungee jump, sky dive, rally/race or stock car experience (five per cent)
- 5 **Get back to basics** – camping/campervan holiday (four per cent) and visit somewhere you've never been in New Zealand (four per cent)



The importance of disclosure

When applying for insurance, it is important to fully disclose all information on the application form. The insurer's decision to offer the policy, and the terms of the policy, are based on the information provided by the applicant.

Insurers do not, as a matter of course, verify every applicant's medical history at the time of underwriting and will only request medical records if the insurer needs more information about something that has been disclosed on the application. If any information is not disclosed or is misstated on the application form, and is discovered at claim time, then it is possible that the claim will not be paid out and the policy may be avoided.

The below real-life case study is one such example of a claim that was declined as a result of non-disclosure.

In 2007, with the assistance of his adviser, Ian* arranged critical illness cover with Company X. Ian was diagnosed with prostate cancer in 2008 and promptly made a claim. However, whilst investigating the claim, Company X found that Ian had not disclosed that he was being monitored for gradually increasing PSA levels. As a result, the claim was declined as Ian had failed to disclose this information on his application.

Unfortunately, Ian had thought that Company X would obtain a copy of his medical records prior to the approval of the application. Ian stated that he had discussed his "annual check-ups" with his adviser, who decided it did not need to be noted on the application. The adviser had since retired and the adviser group was unable to find any records of such a discussion. An independent tribunal found that had the information been included on the original application, the cover would have been deferred until further investigation of the elevated PSA levels had been carried out and therefore Company X was entitled to decline Ian's cover.

*This is a real-life claim, but names and personal information have been changed.
Source: [1] Is your client covered? (2011, November). New Zealand Asset, 10 (10), 30.



DID YOU KNOW?

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